



**STATE OF IOWA**  
**MASTER AGREEMENT**  
 Contract Declaration and Execution

EFFECTIVE BEGIN DATE: 01-01-2009  
 EXPIRATION DATE: 12-31-2010  
 PAGE: 1 of 4

**VENDOR:**

Aerial Services Inc  
 PO Box 336  
 Cedar Falls, IA 50613  
 USA

**VENDOR CONTACT:**

Kirk Fisher  
 PHONE: 319-277-0436 EXT:  
 EMAIL: kfisher@aerialservicesinc.com

FOB

**ISSUER:**

JEANETTE CHUPP  
 PHONE: 515-281-6288  
 EMAIL: Jeanette.Chupp@iowa.gov

**Contract For:** Ortho Imagery (Four Band) for Iowa Counties

The parties agree to comply with the terms and conditions on the following attachments which are by this reference made a part of the Agreement.

Attachment 1: General Terms and Conditions for service/goods contracts posted at  
[http://das.gse.iowa.gov/terms\\_goods.pdf](http://das.gse.iowa.gov/terms_goods.pdf) and [http://das.gse.iowa.gov/terms\\_services.pdf](http://das.gse.iowa.gov/terms_services.pdf)

Attachment 2: Competitive Procurement RFP0709542010 of Nov. 13, 2008.

Attachment 3: Contractor's response to Competitive Procurement RFP0709542010 of Nov. 13, 2008.

Attachment 4: Contractor's Cost Proposal response to Competitive Procurement RFP0709542010, of Nov. 13, 2008.

Attachment 5.: Documentation of Oral Presentation of December 9, 2008.

Attachments 2., 3., 4., and 5. are on file with the Dept. of Administrative Services, General Services Enterprise.

Iowa Dept. of Natural Resources, GIS Section Technical Contact:

- Pete Kollasch, E-Mail: Pete.Kollasch@dnr.iowa.gov or Office Phone 319-335-1578

Iowa Dept. of Natural Resources, GIS Section Contractual Contact:

- Chris Ensminger, E-Mail: Chris.Ensminger@dnr.iowa.gov or Office Phone 515-281-4216

Aerial Services Inc., Ortho Imagery Project Manager:

- Mike Tully, Phone 319-277-0436, E-Mail: mtully@AerialServicesInc.com

- FOB Destination

- Payment Terms: Net 60 Days

- Insurance Certificate (submit with signed agreement)

- Minimum Order Requirement: None

**RENEWAL OPTIONS**

FROM 01-01-2011 TO 12-31-2011

FROM 01-01-2012 TO 12-31-2012

FROM 01-01-2013 TO 12-31-2013

**AUTHORIZED DEPARTMENT**

ALL

IN WITNESS WHEREOF, this Agreement has been executed by the parties hereto.

CONTRACTOR		STATE OF IOWA	
CONTRACTOR'S NAME (If other than an individual, state whether a corp., partnership, etc.) <i>Aerial Services, Inc</i>		AGENCY NAME <i>Iowa Dept. of Administrative Services</i>	
BY (Authorized Signature) <i>Mike Tully</i>	Date Signed <i>5 JAN 09</i>	BY (Authorized Signature) <i>Jeanette Chupp</i>	Date Signed <i>January 2, 2009</i>
Printed Name and Title of Person Signing <i>Mike Tully, President &amp; CEO</i>		Printed Name and Title of Person Signing <i>Jeanette Chupp</i>	
Address <i>6221 Chancellor, Cedar Falls, IA</i>		Address <i>1305 E. Walnut, Des Moines, Iowa</i>	



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**Cedar Falls, IA 50613**  
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**VENDOR CONTACT:**

Kirk Fisher  
**PHONE:** 319-277-0436 **EXT:**  
**EMAIL:** kfisher@aerialservicesinc.com

**ISSUER:**

JEANETTE CHUPP  
**PHONE:** 515-281-6288  
**EMAIL:** Jeanette.Chupp@iowa.gov

**FOB****Contract For:** Ortho Imagery (Four Band) for Iowa Counties

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- Mike Tully, Phone 319-277-0436, E-Mail: mtully@AerialServicesInc.com

- FOB Destination
- Payment Terms: Net 60 Days
- Insurance Certificate (submit with signed agreement)
- Minimum Order Requirement: None

**RENEWAL OPTIONS**

**FROM** 01-01-2011 **TO** 12-31-2011

**FROM** 01-01-2012 **TO** 12-31-2012

**FROM** 01-01-2013 **TO** 12-31-2013

**AUTHORIZED DEPARTMENT**

ALL

IN WITNESS WHEREOF, this Agreement has been executed by the parties hereto.

CONTRACTOR		STATE OF IOWA	
CONTRACTOR'S NAME (If other than an individual, state whether a corp., partnership, etc.		AGENCY NAME	
BY (Authorized Signature)	Date Signed	BY (Authorized Signature)	Date Signed
Printed Name and Title of Person Signing		Printed Name and Title of Person Signing	
Address		Address	



**STATE OF IOWA**  
**MASTER AGREEMENT**  
 Contract Declaration and Execution

**MA# 005 3554-09**

**EFFECTIVE BEGIN DATE:** 01-01-2009  
**EXPIRATION DATE:** 12-31-2010  
**PAGE:** 2 of 4

LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
1	0.00000		9050540	\$0.000000
FROM: 01-01-2009 TO: 12-31-2010				\$1.000000
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Ortho Imagery for Iowa Counties</b> Four Band Ortho Imagery provided per RFP 0709542010 Technical Proposal and "Cost Proposal Form" (attached).	
2	0.00000	GRP	9050540	\$346,163.000000
				\$0.000000
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Product Suite A, Two Foot Imagery, Flying Season 2009</b> A1. 2009 Mission + uncomp. UTM 4-band TIFFS	
3	0.00000	GRP	9050540	\$3,500.000000
				\$0.000000
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Product Suite A, Two Foot Imagery, Flying Season 2009</b> A2. 2009 MrSID UTM CIR county mosaics	
4	0.00000	GRP	9050540	\$3,500.000000
				\$0.000000
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Product Suite A, Two Foot Imagery, Flying Season 2009</b> A3. 2009 MrSID UTM truecolor county mosaics	
5	0.00000	GRP	9050540	\$2,300.000000
				\$0.000000
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Product Suite A, Two Foot Imagery, Flying Season 2009</b> A4. 2009 MrSID State Plane CIR county mosaics	
6	0.00000	GRP	9050540	\$3,800.000000
				\$0.000000
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Product Suite A, Two Foot Imagery, Flying Season 2009</b> A5. 2009 MrSID State Plane truecolor county mosaics	
7	0.00000	GRP	9050540	\$3,500.000000
				\$0.000000
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Product Suite A, Two Foot Imagery, Flying Season 2009</b> A6. 2009 MrSID standard USGS DOQQ products	
8	0.00000		9050540	\$363,472.000000
				\$0.000000
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Product Suite B, Two Foot Imagery, Flying Season 2010</b> (Aquisition is dependent upon obtaining sufficient funding for the 2010 flying season.) B1. 2010 Mission + uncomp. UTM 4-band TIFFs	
9	0.00000	GRP	9050540	\$3,500.000000
				\$0.000000
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Product Suite B, Two Foot Imagery, Flying Season 2010</b> (Aquisition is dependent upon obtaining sufficient funding for the 2010 flying season.) B2. 2010 MrSID UTM CIR county mosaics	
10	0.00000	GRP	9050540	\$3,500.000000
				\$0.000000
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b>	



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**MA# 005 3554-09**

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**PAGE:** 3 of 4

LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
			<b>Product Suite B, Two Foot Imagery, Flying Season 2010</b> (Aquisition is dependent upon obtaining sufficient funding for the 2010 flying season.) B3. 2010 MrSID UTM truecolor county mosaics	
11	0.00000	GRP	9050540	\$2,300.000000 \$0.000000
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Product Suite B, Two Foot Imagery, Flying Season 2010</b> (Aquisition is dependent upon obtaining sufficient funding for the 2010 flying season.) B4. 2010 MrSID State Plane CIR county mosaics	
12	0.00000	GRP	9050540	\$3,800.000000 \$0.000000
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Product Suite B, Two Foot Imagery, Flying Season 2010</b> (Aquisition is dependent upon obtaining sufficient funding for the 2010 flying season.) B5. 2010 MrSID State Plane truecolor county mosaics	
13	0.00000	GRP	9050540	\$3,500.000000 \$0.000000
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Product Suite B, Two Foot Imagery, Flying Season 2010</b> (Aquisition is dependent upon obtaining sufficient funding for the 2010 flying season.) B6. 2010 MrSID standard USGS DOQQ products	
14	0.00000		9050540	\$0.000000 \$0.000000
FROM:01-01-2009TO:12-31-2010				
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Product Suite D. Buy-Up Orthoimagery</b> D1. Twelve (12) inch resolution imagery (Subject to negotiation by third-party buyers including but not limited to cities, counties, political sub-divisions etc.) - From 500 to 1,500 square miles \$ 59.00 per square mile - From 1,500 to 2,000 square miles \$ 56.00 per square mile - More than 2,000 square miles \$ 54.00 per square mile	
15	0.00000		9050540	\$0.000000 \$0.000000
FROM:01-01-2009TO:12-31-2010				
			<b>FLIGHT AND AERIAL PHOTOGRAPHY SERVICES (MISC)</b> <b>Product Suite D. Buy-Up Orthoimagery</b> D2. Six (6) inch resolution imagery. (Subject to negotiation by third-party buyers including but not limited to cities, counties, political sub-divisions etc.) - From 500 to 1,500 square miles \$ 158.00 per square mile - From 1,500 to 2,000 square miles \$ 150.00 per square mile - More than 2,000 square miles \$ 143.00 per square mile	



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**PAGE:** 4 of 4

**TERMS AND CONDITIONS**

**Terms & Conditions Service**

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement.

General Terms and Conditions for service contracts are posted at: [http://das.gse.iowa.gov/terms\\_services.pdf](http://das.gse.iowa.gov/terms_services.pdf)

**Terms & Conditions Goods**

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement.

General Terms and Conditions for goods contracts are posted at: [http://das.gse.iowa.gov/terms\\_goods.pdf](http://das.gse.iowa.gov/terms_goods.pdf)

## Cost Proposal Form

Vendors may submit their cost proposal in the form in which they are accustomed. In addition, vendors are required to use the form below to summarize their per item costs, considering and incorporating all specifications, considerations, and requirements previously set forth in this document. After the final project Vendor selection has been made, the State of Iowa may reduce their scope of services in order to negotiate a revised contract amount. See Attachment #3 for the 2009 and 2010 project extents.

### Product Suite A, Two Foot Imagery, Flying season 2009

For forty one (41) counties, listed in paragraph 4.3.1.1, covering 23,358 sq. mi

	Required	Dependent on Funding
A1. 2009 Mission + uncomp. UTM 4-band TIFFs	\$ 346,163.00	
A2. 2009 MrSID UTM CIR county mosaics	\$ 3,500.00	
A3. 2009 MrSID UTM truecolor county mosaics		\$ 3,500.00
A4. 2009 MrSID State Plane CIR county mosaics		\$ 2,300.00
A5. 2009 MrSID State Plane truecolor county mosaics		\$ 3,800.00
A6. 2009 MrSID standard USGS DOQQ products		\$ 3,500.00

### Product Suite B, Two Foot Imagery, Flying season 2010

For forty one (41) counties, listed in paragraph 4.3.1.2, covering 23,053 sq. mi  
This product suite must be quoted in the proposal, but its acquisition is ***dependent upon obtaining sufficient funding for the 2010 flying season.***

	Required	Dependent on Funding
B1. 2010 Mission + uncomp. UTM 4-band TIFFs	\$ 363,472.00	
B2. 2010 MrSID UTM CIR county mosaics	\$ 3,500.00	
B3. 2010 MrSID UTM truecolor county mosaics		\$ 3,500.00
B4. 2010 MrSID State Plane CIR county mosaics		\$ 2,300.00
B5. 2010 MrSID State Plane truecolor county mosaics		\$ 3,800.00
B6. 2010 MrSID standard USGS DOQQ products		\$ 3,500.00

### Page 1. Totals

(utilized for evaluation)

	Required	Dependent on Funding
.....	\$ 716,635.00	\$ 26,200.00

## Cost Proposal Form

### Product Suite D, Buy-up Orthoimagery

We understand that imaging a small area is more expensive per square mile than imaging a large area. To handle this flexibly we suggest breaking the pricing into three (or more) tiers of pricing, with a per square mile cost, stratified by the total number of square miles to be flown, with thresholds set by the Vendor. The assumption should be that the photography for all of the buy-up areas will be flown in a single mission, to reduce costs. Areas making up the mission total area may be disjunct (e.g. counties). Buy-ups may be a major reason for contract extension. In the event of contract extension, the assumption is that all imagery acquired under the buy-up will be acquired in a single flying mission in each year of extension, to keep costs down. See section 5.6.10.

Price Per  
Square mile

#### D1, Twelve inch resolution imagery

From 500 square miles to <u>1500</u> square miles.....	\$ <u>59.00</u>
From <u>1500</u> square miles to 2,000 square miles.....	\$ <u>56.00</u>
More than 2,000 square miles .....	\$ <u>54.00</u>

Price Per  
Square mile

#### D2, Six inch resolution imagery

From 500 square miles to <u>1500</u> square miles .....	\$ <u>158.00</u>
From <u>1500</u> square miles to 2,000 square miles .....	\$ <u>150.00</u>
More than 2,000 square miles .....	\$ <u>143.00</u>

Signatures:\_\_\_\_\_

Aerial Services, Inc.

**[Printed Name of Contractor Organization]**

6621 Chancellor Drive, Cedar Falls, Iowa 50613

**[Printed Geographic Address of Contractor Organization]**

Mike Tully

**[Printed Name of Contractor's Authorized Representative]**

President & CEO

**[Printed Title of Contractor's Authorized Representative]**



**[Signature of Contractor's Authorized Representative]**

11/13/08

**[Date]**

Aerial Services, Inc., P.O. Box 336, Cedar Falls, Iowa 50613

**[Contractor's Purchase Order Mailing Address]**

Aerial Services, Inc., P.O. Box 336, Cedar Falls, Iowa 50613

**[Contractor's Payment Address]**



RFP 0709542010, Four Band Orthoimagery for Iowa, 2009-2010  
*Technical Proposal • Copy*

### Executive Summary

**A**erial Services, Inc. of Cedar Falls, Iowa is pleased to submit this proposal for the Four-Band Orthoimagery Project for Iowa. We have read, understand and agree with the terms and conditions of the RFP and the proposed contract.

Aerial Services has asked a valued partner, Pixxures, Inc. of Arvada, Colorado, to team with us on this project. Aerial Services will lead the project and serve as the Prime Contractor. Mike Tully, at Aerial Services, will be the single point of contact and Project Manager.

Between the two companies there are three Leica ADS camera systems: some of the best, large-format, 4-band aerial camera systems in the world. Additionally, Pixxures brings the team and project over 4 years of experience flying and processing imagery from the Leica ADS camera systems. Aerial Services has functioned as a Prime Contractor on the USDA NAIP program since its inception in 2001. In this capacity we have produced color orthos over many 100's of thousands of square miles across the U.S. and managed teams of acquisition and processing subcontractors. Pixxures brings considerable experience with, among others, their long acquisition history with Digital Globe acquiring 100's of thousands of square miles of imagery using the Leica ADS camera system. The team's reputation in the geospatial industry, experience, and image processing capacity provides substantive credentials for this proposal and ensures the State of Iowa will receive world-class professional services and geospatial products.

Aerial Services purchased the third-generation Leica ADS80 camera (with the color stereo sensorhead, SH82) in November 2008. Full production of aerial imagery will begin in December 2008. Leica has also released the next generation of processing software, XPro, provides users of ADS imagery vastly improved processing capabilities, power, and reliability. This brings a significant asset to bear on this project. Before the 2009 flight season ensues, Aerial Services expects to have completed substantive acquisition and processing over vast areas on a number of contracts and many with Pixxures as a key partner.

As the Prime Contractor, Aerial Services will coordinate all acquisition and ortho production activity with Pixxures. The Project Manager at Pixxures, Kevin Fowkes, will answer directly to Mike Tully and serve as the coordinator of all activity at Pixxures. The acquisition of the 2.0' and possibly 1 meter imagery will be divided approximately evenly between the two partners. It is anticipated most, if not all, of the higher resolution acquisition ("buy-ups") will be performed by Aerial Services.



Processing of the digital imagery and orthophoto production will be purposefully divided between Aerial Services and Pixxures based on a number of parameters like which company acquired it, image block, and work load. The Leica ADS camera system is extremely efficient and enables the rapid collection of high resolution imagery over vast areas in the twin engine aircraft designated for this project. Pending favorable weather, this increases the likelihood all of the acquisition can be accomplished in just over six flight days. Further, because of the design of the Leica ADS camera system, its calibration, and its ability to acquire long strips of radiometrically and spatially constant imagery (instead of thousands of individual and radiometrically varying frames), orthophotos derived from the different camera systems will share an extremely rich radiometry. This has the added benefit of minimizing tonal problems when making large mosaics from imagery acquired on different sensors. The Leica ADS cameras provide the highest resolution (6.5 microns), richest radiometric, and most reliable imagery. The team is thrilled to offer these camera systems and extensive geospatial experience to complete this project.

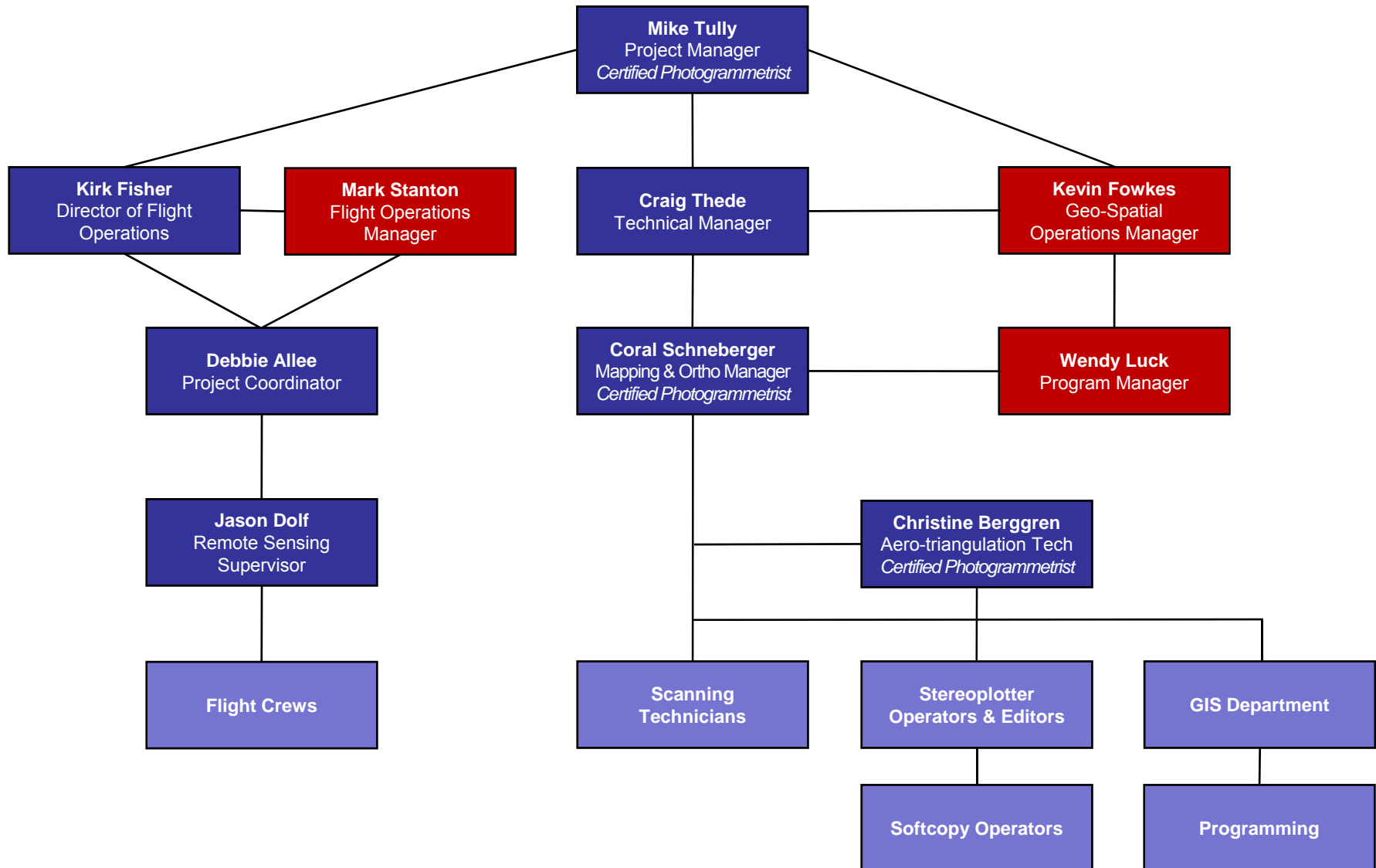
Because Aerial Services is located in Iowa, this brings the additional benefit of the ability to adapt and deal with any unforeseen weather, etc. Further, Aerial Services' staff personally know many of the personnel involved with this project and have been providing aerial photography and diverse geospatial services to the State of Iowa for many years. In fact, we presently have the Master Agreement with Iowa DAS for Aerial Photography and Topographic Mapping and have had this contract for many years. We hope to renew it for the 2009-2010 period and continue to use our professional services to the benefit of our home state.

The team appreciates the opportunity to provide this proposal and look forward to providing these professional geospatial services in the coming years. The team recognizes the national leadership and foresight the State of Iowa has demonstrated for enabling the provision of these geospatial projects. They will provide vast development opportunities at very reasonable costs for cities, counties, and private enterprise across the State.

# Aerial Services, Inc.

With Subcontractor *Pixxures, Inc.*

 Aerial Services  Pixxures



# Appendix 2: Iowa Four-Band Orthophotography Project

